

## VA in Action

### VA Chief Pledges Acquisition Streamlining

Veterans Affairs Secretary Eric Shinseki told a House panel on Wednesday that he could cut \$2 billion from the department's \$15 billion annual procurement budget through management reforms, including the development of a centralized acquisition infrastructure.



The proposed reforms also would centralize purchasing for VA's 153 hospitals, which for the most part run their own acquisitions today.

Shinseki asked the Veterans Affairs Committee to back the creation of a new position -- assistant secretary for acquisition, logistics and construction -- to manage relationships with the department's 15,000 suppliers.

- [Read the Complete News Release](#)

## What's Hot

### Hines Opens New Fisher House



The Fisher House program is a unique private-public partnership that supports America's military in their time of need. Since members of the military and their families are stationed worldwide and must often travel great distances for specialized medical care, the Fisher

House Foundation donates "comfort homes," built on the grounds of major military and VA medical centers. These homes enable family members to be close to a loved one at stressful times - during the hospitalization for an unexpected illness, disease, or injury. There is at least one Fisher House™ at every major military medical center to assist families in need and to ensure that they are provided with the comforts of home in a supportive environment. Recently, the Hines VA opened a new Fisher House.

- [Read the Complete News Release](#)
- [View the Fisher House Website](#)

## Training Topic

### Subcontracting Plans

- 1) *What is a subcontracting plan and what are the types?*

There are two main types of subcontracting plans:

- **Commercial Plan:** means a subcontracting plan (including goals) that covers the offeror's fiscal year and that applies to the entire production of commercial items sold by either the entire company or a portion thereof (e.g., division, plant, or product line).
- **Individual Contract Plan:** is a plan that covers the entire contract period (including option periods), applies to a specific contract, and has goals that are based on the offeror's planned subcontracting in support of the specific contract, except that indirect costs incurred for common or joint purposes may be allocated on a prorated basis to the contract.

- 2) *When is a Subcontracting Plan required?*

A subcontracting plan is required from a (Large) business, when the estimated contract value including options exceeds \$550,000 (\$1 Million for Construction). A subcontracting plan must be obtained from the apparent successful offeror prior to contract award, whether sealed bidding or negotiation awards the contract.

- 3) *When are Subcontracting Plans not required?*

Subcontracting Plans are not required for:

- From small business concerns;
- For personal services contracts;
- For contracts or contract modifications when performed outside the United States; and

- 4) *What if it is determined that no subcontracting opportunities exist?*

If it is determined that there are no subcontracting possibilities, the determination must be approved at a level above the contracting officer.

## News You Can Use

### SBA Goaling Program

The U.S. Small Business Administration (SBA) is responsible for the management and oversight of the small business procurement process across the Federal Government. SBA negotiates with Federal departments concerning their prime contracting goals and achievement with small businesses to ensure that small businesses have the maximum practicable opportunity to provide goods and services to the Federal government.

Small Business Procurement Scorecards provide an assessment of federal achievement in prime contracting to small businesses by the twenty-four Chief Financial Officers Act agencies. Further, it measures progress that departments are making to ensure small business opportunities remain an integral part of their acquisition of goods and services to meet mission objectives. The scorecard was designed as an internal control and monitoring device to ensure that (1) Federal agencies reach their small business and socio-economic goals, (2) accurate and transparent contracting data is used and (3) agency-specific progress is maintained. SBA is issuing the Small Business Procurement Scorecards for the first time in alliance with the President's Management Agenda.

- [Learn More About the SBA](#)
- [SBA - Office of Veterans Business Development](#)

## National News

### Emergency & Disaster Declarations

**\*\*Follow-up to the January 2010 FSS E-Newsletter**

Under the John Warner National Defense Authorization Act, can state and local Governments purchase off of the FSS in anticipation of a disaster? According to the Disaster Recovery Purchasing Program, state and local entities may purchase in advance of a disaster, as long as the purchase that they make will be used to facilitate recovery. As part of the program, the state and local entity will determine the exact products/services that will be used to facilitate a recovery, if a major disaster is declared by the president of the United States.

Please be mindful that the purpose of the program is to facilitate the recovery from a major disaster. As such, the customer is responsible for making the final determination on the exact products/services that will be used. In order to avoid any possible confusion, we recommend that the customer (state or local Government agency) insert language into the statement of work or purchase order referencing the facilitation of a major disaster. Although no language is mandated in the statement of work or purchase order, the added language helps re-assure the contractor that the state and local customer is aware of the program guidelines and is purchasing appropriately under the program.

- [2010 Federal Disaster Declarations](#)
- [Disaster Recovery Purchasing](#)
- [Frequently Asked Questions About Disaster Recovery Purchasing](#)

## VA Socioeconomic Goals & Accomplishments

### FY 2009 Goals & Accomplishments (October 1, 2008 – September 30, 2009)

Category	Secretary's Goals	VA Accomplishments
Small Business (SB)	28.7%	35.07%
Small Disadvantaged Business 8(a)	5%	8.93%
Women Owned SB	5%	3.32%
Veteran Owned SB	10%	19.68%
Service Disabled Veteran Owned SB	7%	16.75%
HUBZone SB	3%	1.94%

### Useful Websites for FSS Contractors (Please click on the link)

- [Vendor Information Pages - VetBiz](#)
- [Business Partner Network](#)
- [Small Business Development Center](#)
- [Federal Business Opportunities](#)
- [Procurement Technical Assistance Center \(PTAC\)](#)
- [Official Business Link to the U.S. Government](#)
- [Office of Acquisition and Logistics](#)
- [Office of Small And Disadvantaged Business Utilization \(OSDBU\)](#)
- [FSS Modification Request Forms](#)

## Upcoming Deadlines & Events

We do not currently have any FSS customer training classes scheduled at this time. However if you would like to attend a training session, schedule a new one, or request additional information, please contact Ms. Veronica Hazen at [Veronica.Hazen@va.gov](mailto:Veronica.Hazen@va.gov). Please note that the FSS Customer Training is **ONLY APPLICABLE TO GOVERNMENT AGENCIES**.

### **FSS Personnel will be attending the following conference:**

- 20<sup>th</sup> Anniversary Office of Small and Disadvantaged Business Utilization (OSDBU) – Chantilly, VA (April 21, 2010)

## Open Opportunities with the FSS

Start an exciting career with the FSS Service in Hines, IL! In order to ensure we reach our goals and provide the level of service that is expected from the FSS, we are expanding our organization by hiring additional employees. Please view all of the rewarding positions with the Federal Supply Schedule Service below.

- [Contract Specialist](#)
  - Location: Hines, IL
  - Announcement #'s DS-331371 or DS-331461-JE
  - Series & Grade: GS-1102-05/12

## Recently Awarded FSS Contracts (March 2010)

### Pharmaceutical, Dental, Patient Mobility, & X-Ray:

- Daiichi Sankyo, Inc.: V797P-5152B (Large Pharmaceutical Business)
- AvKare, Inc.: V797P-5153B (Small Disadvantaged, HUBZone, Disabled Veteran Owned Pharmaceutical Business)
- ZARS Pharma, Inc.: V797P-5041B (Small Pharmaceutical Business)
- Veran Medical Technologies, Inc.: V797P-3202M (Small X-Ray Equipment & Supplies Business)

### Medical/Surgical Equipment:

- Ophthalmic Instruments, Inc.: V797P-4277B (Small Med/Surg Business)
- DGA Medical, LLC: V797P-4278B (Small, Veteran Owned Med/Surg Business)
- Moor Instruments, Inc.: V797P-4281B (Small Med/Surg Business)
- Spectrum Surgical Instruments Corporation: V797P-4282B (Large, Woman Owned Med/Surg Business)

### Medical Professional & Laboratory Testing Services & Cost-Per-Test:

- American Hospital Services Group, LLC: V797P-7259A (Large Professional Medical Healthcare Services Business)
- Independent Nursing Services, Inc.: V797P-7260A (Small, Woman Owned Professional Medical Healthcare Services Business)

***In order to obtain pricing information for all of the companies referenced above, please review the [NAC Search Tool](#) or [GSA E-Library](#). If you have any questions/concerns or would like to learn more about a specific topic and/or issue, please feel free to contact the FSS helpdesk by phone at (708)786-7737 and/or by e-mail at [helpdesk.ammhinfss@va.gov](mailto:helpdesk.ammhinfss@va.gov).***